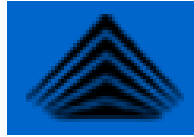


# WASHINGTON STATE

Team



Notes

Business Development

Trade

Film & Video

Summer, 2000

## 1999 Success Stories

### Whatcom Co.

Attachmate Corporation - expanded its development facility to a new Bellingham location. This facility is home to 31 local engineers and has the ability to accommodate up to 100 individuals.

Horizon Air - This new call center facility currently employs 101 people and is expected to grow to 200.

Voicestream Wireless - This call center has provided the community with 600 new jobs.

### Clark County

U.S. Foodservice - This warehouse and distribution facility opened in 1999 and represents a \$7 million dollar investment into this community. They will initially hire 25 jobs.

LaSalle Bristol - This plastics Manufacturing plant represents a \$2.5 million dollar investment and will hire 75 employees in this community.

New Edge Networks - This telecommunications company brings an investment of \$2 million dollars and 50 new jobs to Clark County.

Silicon Forest Electronics - This electronics plant represents an investment of \$2 million dollars and 45 new jobs.

### Cowlitz County

Dotster - This is the 3rd largest domain name registrar in the world. This internet company represents an investment of \$300,000 and will provide 40-50 new jobs in the next year.

Viatech Publishing Solutions - This company is the world's largest ring binder manufacturer. The operation represents a \$2.2 million dollar investment and will provide 25-45 jobs.

### Grant County

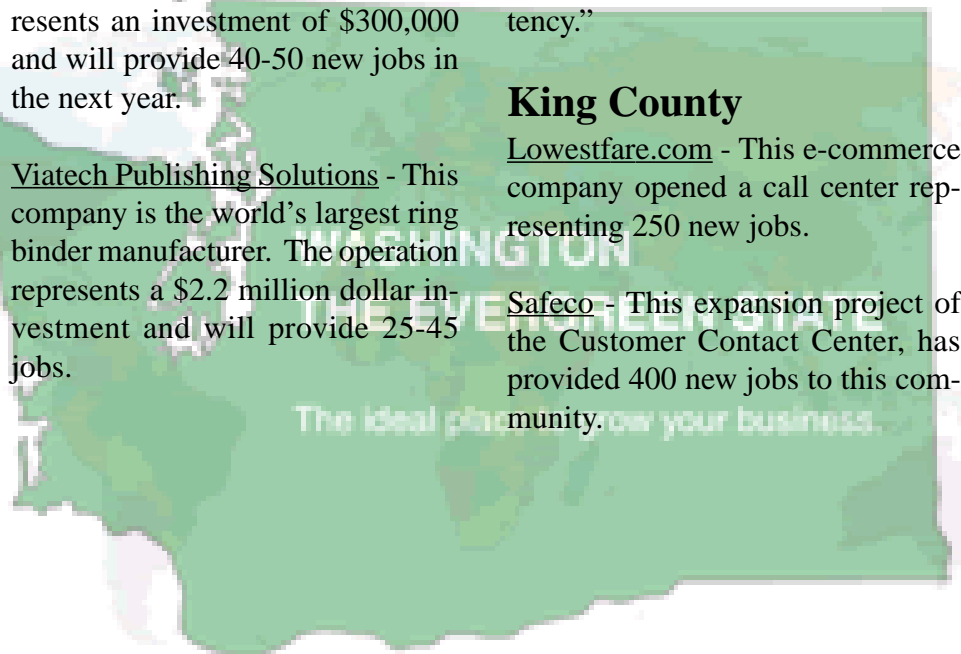
Genie Industries - This company has opened a manufacturing facility that produces booms and lifts. They are used as equipment for window washing on large buildings. This will provide 400 new jobs into this rural area.

Genie Industries Vice President, Colin Fox, praised the local government and the EDC as "superb to deal with, they were clearly superior in responsiveness. We were ecstatic over the timeliness and the competency."

### King County

Lowestfare.com - This e-commerce company opened a call center representing 250 new jobs.

Safeco - This expansion project of the Customer Contact Center, has provided 400 new jobs to this community.



# **1999 Success Stories (continued)**

## **Skagit County**

Pacific Woodtech - This new manufacturing facility will have provided 90 new jobs and is the largest manufacturing facility in the county with 200,000 square feet. They manufacture wood veneer lumber.

Washington Alder - This manufacturing operation employs 100 employees and represents a 14 million dollar investment.

## **Snohomish County**

Food Services of America - This company has opened a distribution center and will provide 250 jobs to this community.

## **Spokane County**

BF Goodrich Aerospace's 66 million-dollar high-tech manufacturing facility officially opened its doors in September. The employees at this plant produce Carbon disk brake pads for companies such as Boeing and Airbus. This facility has 35 people working there, it will employ 250 when fully operational over the next five years.

Computations, a high technology manufacturer of specialty hardware systems, selected Spokane as the site of its new manufacturing and strategic account development center. This will generate 200 new jobs for the Inland Northwest.

The key factors in selecting Spokane were the skilled labor force, competitive cost of doing business and quality of life.

Pitney Bowes opened new offices, launching an expanded customer service operation that will increase current local employment by more than a third to 450 people over the next three years.

Safeco selected Spokane as home of one of their four state of the art Contact Centers that it will be developing over the next two years. This facility will eventually employ as many as 300 Contact Center representatives and 70 support and management positions.

Safeco chose Spokane due to the EDC's responsiveness and professionalism.

Venture Data, a Salt Lake City based political market survey and research center, chose Spokane for its operation creating 160 new jobs in the area.

Venture Data reviewed seven other communities before it selected Spokane due to its work ethic and quality labor pool.

## **Tacoma-Pierce County**

Advanced TelCom Group, Inc. (ATG)- This company offers local telephone, long distance and high-speed Internet service. The new franchise represents an 11 million-dollar investment in renovating and equipping its local headquarters space. The number of local jobs created is 21 hires.

Diane's Foods has opened a 103,000 square foot manufacturing facility. This new plant represents a \$24 mil-

lion dollar investment and currently employs approximately 200 employees. They expect to grow to 260 employees by the end of 2000. The company was very happy with the Economic Development Board's efforts with employee recruitment and training.

Foamex International - This manufacturer of flexible polyurethane and advanced polymer products leased 107,000 square feet in Lakewood Industrial Park to produce rebond carpet padding. This represents 49 new jobs and an investment over \$3 million.

## **Thurston County**

The Miller Brewing Company purchased the Tumwater Brewery and has made a commitment to spend \$20 million dollars to modernize and double production by the end of 2000.

Spring Air Northwest - This 107-year-old mattress manufacturing company represents a \$7 million dollar investment to Thurston County. They employ 80 people.

## **Walla Walla County & Port**

Highspeed.com - This broad bandwidth Telecommunications Company anticipates creating 100-150 new high paying jobs over the course of the next five years.

Sykes Enterprises has opened a technical call center in Oregon, but the Port of Walla Walla helped facilitate access to a Washington workforce of 376 people.

## ***Martha Choe – 2nd Quarter Letter***

I appreciate this opportunity to share some thoughts with you after a very fast five months on the job. My top priority was to visit as many communities in the state before the session started to introduce myself and meet you and your colleagues who have been leading the state's efforts in economic development. I have appreciated the great roundtables that many of you attended and the chance to listen and learn from you about what the priorities for your community are. These visits have been extremely valuable in understanding how to best to develop the legislation to split the current agency into a Department of Community Development and a Department of Trade and Economic Development.

In addition, as I have shared with many of you, Governor Locke has directed me to put together a strategy for Washington's economic vitality. Your comments on the various drafts of the strategic framework have been very valuable, and the fi-

nal version reflects the thoughtful comments and suggestions we received. This framework is intended to be the first step in the state's plan. The framework is intended to describe the goals we will achieve through our strategies and action plans that we are developing right now.

Another exciting effort is the Joint Cabinet on Economic Vitality Governor Locke convened a few weeks ago. By charging his cabinet officials most involved with various aspects of economic development in the state to establish ways to work together and in their agency is to promote the vitality of the state, I think it will provide an opportunity for all of us to be coordinated in our efforts to make sure the state continues to be a strong and vibrant place to do business.

The session is nearing the home stretch and the split bill is also moving along, having passed the Senate and now housed in House Appropriations. We continue to work hard

to ensure the passage of the bill and very much appreciate your help with testifying in support of the bill and talking with your legislators. Your continued help will be important and also appreciated. We are also watching and hopeful the Governor's Rural Telecommunications Initiative will pass, providing for fiber optics network to be a tool that PUD's and ports can use to attract and retain businesses.

I look forward to coming back and visiting with you when the session adjourns. We are fortunate to be living in an unprecedented time of prosperity in Washington as The New Economy and benefits from being in the forefront of an international economy contribute to our economy. We know that there is much work however, to make sure that everyone in the state shares in that prosperity.

Sincerely...  
Martha Choe

### ***IDRC World Congress to be held in Seattle in May 2001***

The International Development Research Council will hold their Spring World Congress in Seattle in May 2001. We have the opportunity to showcase our state to 2,500 of the world's corporate real estate executives, site selection professionals and commercial real estate brokers.

If you are interested in being a sponsor or volunteering your time, please contact us. Peter McMillin at 360-586-6842 or Beth Toomey 206-956-3171.

Our respective email addresses are: [peterm@cted.wa.gov](mailto:peterm@cted.wa.gov) and [beth@cted.wa.gov](mailto:beth@cted.wa.gov)

# Film & Video Office Updates

In 1997, \$11 million was spent in rural Washington by films, television and commercials. As a result the Washington State Film Office has initiated a RED (rural economic development) Program that is the Film Office's priority outreach program to rural communities around the state.

It is designed to educate our statewide partners about the film industry. We try to educate a community about:

1. The economic benefits of a production,
2. The marketing value and job creation opportunities for Washington residents.

The program's present focus is to train statewide liaisons in community readiness; and to create a resource network of location information and photos.

In June, seven film liaisons from around the state traveled to Showbiz West in Los Angeles. The trip included a meeting with production executives at Warner Brothers, a roundtable with location managers to talk about their needs, as well as three days selling Washington State at the trade show.

In November the first "Film Fundamentals" workshop was held in Longview. Forty people from area chambers of commerce, economic development councils, convention & visitors bureaus, city officials, public lands managers, and other interested location contacts attended.

The 2 1/2 hour class covers what steps actually take place from the initial phone call, through actual filming, to the day the company pulls out of town. A film manual de-



veloped by the Film Office provides reference material, sample forms and filming guidelines. Six more workshops are planned around the state this year.

This seminar followed on the heels of 20th Century Fox's "Navy Diver" that filmed in Cathlamet, Vancouver, Longview and Oregon.

Concurrently, the office is working with state agencies effected by production to streamline their filming guidelines. This past year we spent time with State Parks, DOT, and DOE, and next year will work with Corrections, the State Patrol and DNR.

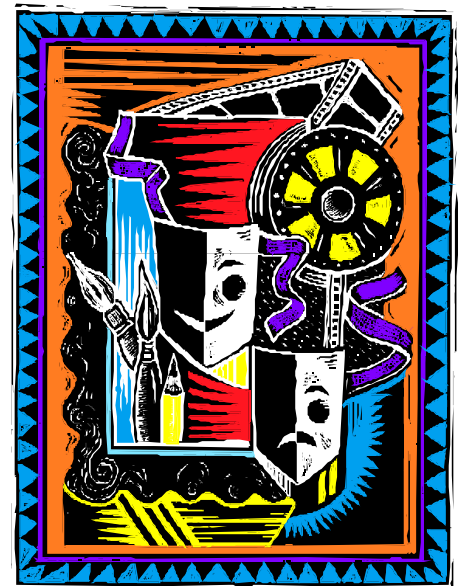
In October the office launched the third Washington State Screenplay Competition. Created to generate northwest stories by northwest writers, the competition has garnered great praise. Each script must be 75% shootable in Washington. This year we added the first annual Short Film Division for films of five minutes or less.

Although Canada's exchange rate continues to pull production

North from Washington, the state hosted several film companies this year. Last summer, the New Line Cinema brought in a roadshow picture "A Leonard Cohen Afterworld." Both Oregon and Washington hosted "Navy Diver" starring Cuba Gooding Jr and Robert DiNiro from July to October. A Pilot for NBC, "Cold Feet" was in Seattle in July, and "Get Carter" starring Sylvester Stallone filmed 2 1/2 weeks on the tail of the WTO.

Looking ahead for the year 2000: the office will continue to expand its rural outreach program, promote more aggressively for car commercials and work more closely with our indigenous production community. Over the years the film industry has averaged \$25 million in production spending and thousands of local temporary jobs for Washington crew and talent. And, over the last decade the Film Office has realized a \$100 -1 return on the state's dollar.

For more information call Suzy Kellett (206) 956-3200



# Mr. Ed's Column

Dear Mr. E.D.

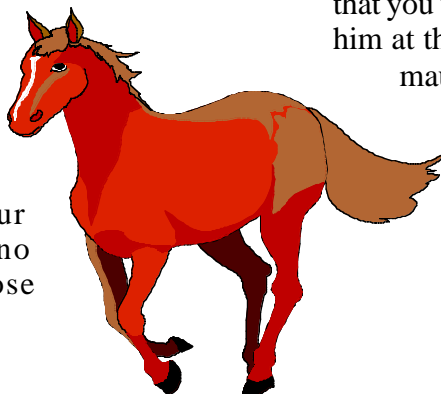
Every profession has a set of commandments that they can live by that will help them be successful. Words of wisdom that they can keep on their wall as reminders of how to succeed. Do you have a set of commandments for Economic Development practitioners?

Signed,  
Mo Sez

Dear Mo,

I am glad you asked. Mr. E.D. would love to provide commandments for practitioners recognizing that while the urge to give advice is irresistible, the temptation to ignore it is universal. Mr. E.D. offers the following 5 commandments to live by for successful economic development. (I would give you 10 but the editor is pretty strict about the word count in this article. Next issue, I will give you the other 5 commandments, unless I am re-organized out of this newsletter).

1. Focus on entrepreneurs in your community. At any given time there are 3 million people starting companies in the United States. That's more people than are getting married and more than are having babies.
2. Conduct due diligence on any business interested in relocating to your area. Even if unemployment is high, you do not want to bring in any company. After all, if you get a rope around your neck, it's no time to goose the horse.



3. Be careful with the incentives that you offer. Wooing a company is an exercise roughly akin to having a picnic with a tiger. You might enjoy the meal but the tiger always eats last.



4. Don't overlook the importance of worldwide thinking. A company that keeps its eyes on Tom, Dick and Harry is going to miss the wonderful opportunities that will exist by working with Pierre, Olga and Yoshio.
5. Rural communities can be successful in economic development. If you ever think you are too small to be effective, you have never been in bed with a mosquito.



Signed  
Mr. E.D.

Mr. E.D. is not a talking horse or a guy named Ed. He is the Program Manager for ED-ucation and Training for CTED, Maury Forman. If you have a question that you would like him to answer, write him at the department or e-mail him at [mauryf@cted.wa.gov](mailto:mauryf@cted.wa.gov).

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